

# Scottish Grocer feature synopsis

January 2020 edition

## Nicotine feature

Editorial contact for this feature is

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Deadline for editorial submission **Friday, 29<sup>th</sup> November 2019**

- *We're keen to have opinions, thoughts and predictions on the following topical issues as well as general market information (for example market share, market trends and details of brand activity)*
- *It's always very useful to receive images – 300 dpi if possible. Good images include product shots, pictures of people quoted in the copy, and pictures of advertising and marketing activity*
- *And please feel free to provide anything else you think is relevant*

It's almost redundant to say 'this year is a big year for tobacco regulations' but with the ban on menthol cigarettes coming, it truly is. Despite operating under the strictest regulatory regime of any category in convenience, nicotine products continue to be a cornerstone for many businesses. We would welcome your comments on the following.

- What do you reckon the key trends will be for tobacco (FMC and RYO) in 2020? Why do you think that is the case? What sort of steps should retailers consider taking to make sure they have the range and availability to meet customer demands?
- What should retailers take into consideration when pricing tobacco in their store? Is selling at RRP a good way to drive sales?
- In your view, how are electronic cigarettes performing in Scottish stores at present? Who are the main competitors to c-stores and what can retailers do to capture as much of this market as possible? How does the convenience performance compare to grocery, specialists and online? What do you think retailers could do better? What support is available in this area?
- How will the menthol ban affect retailers in 2020? What should responsible retailers be aware of concerning menthol in 2020? Are there any compliance pitfalls that retailers should look out for?
- How significant a threat to retailers is the illicit tobacco market? What can retailers do to help combat illicit trade?
- Do you have any NPD you want retailers to know about?